The role of trust in the social heuristics hypothesis - Study 2 (#7387)

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1) Have any data been collected for this study already?
No, no data have been collected for this study yet.

2) What’s the main question being asked or hypothesis being tested in this study?
Inducing high trust, compared to low trust, will increase cooperation and this effect will be stronger under intuition than deliberation (interactive effect).
We expect this interaction to hold both when including and excluding participants who fail comprehension checks and when controlling for demographics (age and gender). We expect participants in the high trust condition to experience more trust, compared to the low trust condition, and to experience significantly more trust than other emotions, while we expect no differences in the low trust condition. We also expect participants in the intuition condition to rely more on intuitive processes, compared to the deliberation condition.

3) Describe the key dependent variable(s) specifying how they will be measured.
Participants will take part in a four player public goods game and cooperation will be measured as the amount contributed to the common pool (slider: 0-10 pence). We include two questions to measure comprehension of the game (multiple selection, 6 options). As a manipulation check of the cognitive process manipulation, we will ask participants "How did you make your decision?" (1 = using only intuition, 7 = using only deliberation, reverse-scored), "To what extent did you rely on your gut reactions when making your decision?" (1 = not at all, 7 = a great deal), and "To what extent did you rely on careful calculation when making your decision?" (1 = not at all, 7 = a great deal). We will calculate a composite score by averaging the items. As a manipulation check of the trust induction, we will ask participants "How much anger/happiness/sadness/trust/gratitude/pride/guilt did you feel when making the decision in the game? (1 = not at all, 7 = a great deal). We will also measure experience with similar studies (1= Nothing like this scenario, 5 = Exactly this scenario), experience with online studies (number), and demographics (age and gender).

4) How many and which conditions will participants be assigned to?
Four conditions: 2 (trust manipulation: high vs. low) × 2 (cognitive process manipulation: intuition vs. deliberation) between-subjects design. To induce high or low trust, participants will describe a moment in which trusting others led to either positive or negative consequences, respectively. To manipulate cognitive processes, participants are instructed to rely on either intuition or deliberation.

5) Specify exactly which analyses you will conduct to examine the main question/hypothesis.
We will run multiple regression analysis predicting cooperation. We will first run a model with only main effects (trust manipulation coded 1 = high and 0 = low; cognitive process manipulation coded 1 = intuition and 0 = deliberation), then introduce the interaction (high trust × intuition), and finally add controls (gender coded 1 = male, 2 = women, and 3 = other; age in years). We will run these analyses: 1) including and excluding participants who fail both comprehension checks and 2) including and excluding those who have experience with similar studies (i.e. participants who rate higher than 1 on the 5-point scale).

We will conduct unequal variances t-tests to examine the predicted difference on self reported trust depending on the trust condition (high vs. low) and the predicted reliance on cognitive process depending on the condition (intuition vs. deliberation). We will estimate effect sizes with independent-groups Cohen’s d and calculate 95% confidence intervals around the effect sizes and the mean differences. We will also conduct paired sample t-tests to examine differences between trust and other emotions in the high and low trust conditions separately. We will also estimate effect sizes with paired samples Cohen’s d and calculate 95% confidence intervals around the effect sizes and the mean differences. Our predictions are specified above.

We will also calculate the Cronbach alpha for the cognitive process manipulation check scale.

6) Describe exactly how outliers will be defined and handled, and your precise rule(s) for excluding observations.
We will exclude participants that do not select a contribution in the game.

7) How many observations will be collected or what will determine sample size? No need to justify decision, but be precise about exactly how the number will be determined.
We aim to collect 800 responses on Prolific. Deviations from this number are due to software.

8) Anything else you would like to pre-register? (e.g., secondary analyses, variables collected for exploratory purposes, unusual analyses planned?)
We include the four-item Perceived Awareness of the Research Hypothesis scale for exploratory purposes.